



Sample Thirty Minute Session for Parents and Volunteers

The Cookie Program: Why It Matters and The Role You Play

Goals

Excite parents and volunteers and show how participating in the Girl Scout Cookie Program gives girls skills they need to succeed right now and as they grow up.

Help parents and volunteers practice for their role in making the Cookie Program a fantastic learning by doing experience for girls.

Materials:

The “5 Skills for Girls Kit”

You’ll need to choose and make copies of the handouts in the kit ahead of time. Several different options are provided on the disk. You can decide what best suits your needs and budget. (You will want to cut bookmarks and pocket cards ahead of time!)

LCD, screen and computer

Why We Are Here!

Welcome everyone and thank them for coming!

Then say something like this:

We know how much of your time and energy it takes to help girls sell cookies and we are so appreciative of all the *important details you take care of* to make it a success! (Like getting up early on Saturdays and driving girls and their cookies around...)

We thought that you deserve a chance to really hear about what participating in the Cookie Program teaches our Girl Scouts and why it matters – to them and to you!

Behind Every Cookie: 5 Skills for Girls

Choose and show videos:

- Every Cookie Has a Mission
- 5 Skills for Girls
- Girl Scouts at Chapin School

What Are Your Hopes for Your Girl Scout?

Now say something like:

As you've heard, every cookie helps girls do great things. Let's learn how...

Give everyone a copy of "The 5 Skills" handout. Talk briefly about a few of the specific examples about how the Girl Scout Cookie Program helps girls succeed in their daily lives and prepares them for future success!

Consider offering a short example or two based on local anecdotes about girls in the region. Even simple stories bring the five skills to life. For example, maybe a fourth grader was really shy, but as she talked to people in order to sell cookies, she became more confident about speaking up.

Encourage the parents and volunteers to share their experiences. What examples of each of the "5 Skills" have they seen through their work with girls?

What do they hope the "5 Skills" will help the girls to achieve in the future? Invite everyone to turn to those sitting around them and trade examples of goal setting, decision making, money management, people skills, and business ethics from the handout.

Ask for some "shout out" examples related to how each of the "5 Skills" benefits girls—now or later in life. Will goal setting help her plan for college? Will money management help her save up for a *destinations* trip?

Practice As Coaches for Girls

Say something like:

Of course, behind every cookie that helps girls do great things are adults who help girls get the most out of *participating in the Girl Scout Cookie Program*.

Think for a minute about times in your own life when you have learned something because you had the opportunity to actually do it. Encourage everyone to share an example or two with those sitting near them.

Now say something like: For girls to really get the full benefits of the Girl Scout Cookie Program, they need to learn by doing as much as possible for themselves. Distribute the “Coaching Your Budding Businesswoman” role play handout from the kit.

Say: Turn to those near you, form groups and have some fun! Do the scenarios sound familiar? What others can you think of? What will you be ready to say and do in response, so that girls have a wonderful experience, where they learn by doing?

If time permits, you may also want to facilitate a discussion about why, as adults, we are sometimes tempted to step in and speak for girls or do things for them they could do for themselves.

- Do we start talking before they have a chance because we are nervous for them?
- What else might be getting in the way of more active girl participation?
- What can we do to keep girls at the center of the action? (Hint: the older girls are, the further on the sidelines adults can be!)

Tips To Keep Handy

Hand out the “Tips to Help Your Girl Scout” bookmark to help everyone remember how to help girls have a great hands-on experience during the Girl Scout Cookie Program.

You can also invite parents and volunteers to brainstorm more ways to help. Consider capturing these in a short summary list. Maybe you can even post it on your website and encourage parents and volunteers to keep sharing their ideas and examples on how to coach these budding business women!

You might also want to remind everyone that the more we really allow girls to do for themselves the more they will gain from the Girl Scout Cookie Program. Remember, every cookie has a mission: To help girls do great things!

Wrap Up

To keep the fun going, give parents and volunteers the “My Cookie Business” poster as a way for them to capture the wonderful memories younger Girl Scouts are creating through the Girl Scout Cookie Program.

The Annual National Cookie Pin is also a great way for all Girl Scouts to take pride in the skills they are building each year through participation in the Girl Scout Cookie Program.

How to Use My Cookie Business Poster with Younger Girls

girl scouts
cookie program

5 Skills for Girls My Cookie Business

Name: _____
Cookie Sales: _____

| The Five Skills | Me in Action! | Now I know how to... |
|------------------|---|----------------------|
| GOAL SETTING |  | |
| DECISION MAKING |  | |
| MONEY MANAGEMENT |  | |
| PEOPLE SKILLS |  | |
| BUSINESS ETHICS |  | |

ME IN ACTION COLUMN

Here's a place to capture what a girl does during the Cookie Program. There's room for recording what she did, sketching actions or posting pictures.

NOW I KNOW HOW TO COLUMN

This is a place for a girl to take pride in what she has learned during the Cookie Program.